READING CHARACTER AT SIGHT

SEVEN SIMPLE
LESSONS BY

KATHERINE M.H. BLACKFORD

LESSON FIVE

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READING CHARACTER AT SIGHT

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A Simple and Scientific Method of Judging Men and Women; Reading Character; Selecting Workers; Understanding Human Nature; Developing Hidden Power; Discovering Genius; Recognizing Special Capabilities; Controlling Mental Forces; Applying Talents; Choosing the Right Work; Persuasion; Securing Attention; Arousing Interest; Making Friends; Creating Desire; Getting Action; Commanding Maximum Service; Overcoming Indecision; Achieving Leadership.

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READING CHARACTER AT SIGHT

LESSON FIVE

The Meaning of Race

CHAPTER I

THE FOUR GREAT WHITE RACES

In this lesson I am going to show you some things of highest value in reading character at sight.

They will be easy for you because they will be based on the difference between people of different races.

You do not need a course in reading character at sight to teach you, in a general way, what the typical Frenchman's traits are—or the leading traits of a man of any other race.

You know that the Frenchman is debonair, courteous, artistic, beauty-loving, demonstrative and frugal.

It is true, some of us may have thought, before the Great War, that the Frenchman was excitable, frivolous and decadent. We have been shown our mistake. But these popular misconceptions of one another, by the races of the world, are common. They usually apply only to surface indications. Intelligent and observant Americans especially, since they see so many immigrants and travel so much themselves, know about what to expect from typical members of the races of Europe.

But America has been called "the melting pot."

People of all races have been mingled and fused here from the very beginning. Many were mixtures of various races when they came to our shores.

Then too, children of immigrants—even those of purest racial blood—differ from their parents because America has

a different environment and gives a different training from those of the Old Country.

So you cannot read character merely by looking up a man's race.

There are too many races mixed in his blood and he himself has undergone too many changes.

While this is true, it is true also, that every man's racial inheritance is one of the strongest forces in molding his character—and that it is responsible for some of the most important traits of his character.

In this lesson, therefore, you will learn something about the meaning of race, something about how to see a man's racial traits in his looks, something about how to read these traits correctly, no matter how mixed his blood. This you will do, in regard to some very important traits, by observing the shape of his skull.

Now you already read character at sight, to some extent, by noticing the shape of a man's head.

You know a "highbrow" by the height of his forehead. You know, by experience, that a man with a low, flat head has low ideals. You know that a convex forehead indicates quick, practical thought and a concave forehead means slow, theoretical thought. You know the difference between mental, motive and vital head shape.

The shape of the skull is one of the most persistent and reliable of all racial marks. Those who study races depend upon it very largely in determining race.

Since you deal almost entirely with white people—also because when you have learned the principles, you will find that they apply equally well to any people—your study will be much simpler and easier if you confine it to the white races, at least for the present.

To understand fully all about the traits of a race and how they show themselves in a man's looks, you would need to learn the history of mankind all the way back to the begin-

ning. This history no one knows—probably no one ever will know, although we are learning more and more about it.

Even what is known is too long a story to tell here. But it is a fascinating story and you can read it in works on biology, anthropology, ethnology and history.

A brief review of some of the steps in the development of the white race, however, will help you to see and understand racial traits in the people you meet.

The white races probably had their origin, as white people, in Northwestern Europe, although some scholars say they came from Asia.

How they originally got into Northwestern Europe nobody knows. From there, however, they spread long before the dawn of recorded history to the British Isles, all continental Europe, Egypt, Asia Minor, and even as far as India, conquering as they went and setting up the ancient civilizations of India, Egypt, Palestine, Persia, Greece and Rome.

Because they were not fitted to survive in tropical and subtropical climates, these ancient white conquerors and rulers died out and the empires and kingdoms they had set up toppled over.

Afterwards Europe was overrun by Asiatics, who killed many of the white people who were left and drove some of the others back into their original northwestern homes.

Origin of Alpines, Mediterraneans and Nordics

The descendants of these Asiatic conquerors intermarried with the white people in Central Europe and gave rise to what scholars call the Alpine race.

The white people left on the shores of the Mediterranean Sea in Greece, Italy and southern Spain gradually developed characteristics of their own. These and their descendants are now called the Mediterranean race.

The original white races of Northwestern Europe are called Nordics.

Since the Asiatic invasion there have been further migrations and more mixing of races until to-day there are four great principal branches of the white race, or to put it in another way, four great white races. These are:

The Anglo Saxon;
The Teutonic;
The Latin;
The Slav.

Jews, Turks, Syrians, Persians, Armenians, Arabs and some other peoples, are commonly considered as belonging to the white race. Broadly speaking they do. They are white men. But there is in them little, if any, admixture of the ancient Nordic race, which is more or less represented in all four of the great white races named in the foregoing list.

Origin of Anglo Saxons, Teutons, Latins and Slavs

The terms Anglo Saxon, Teutonic, Latin and Slav, are very loose, and for that reason are popular rather than scientific.

The Anglo Saxon race is a mixture of the Nordic and the Mediterranean principally.

The Teutonic race is a mixture of the Nordic and the Alpine principally.

The Latin race is a mixture of the Mediterranean and the Alpine principally with some Nordic.

The Slav is a mixture of the Nordic with the Alpine and other Asiatic race elements.

These statements are only general and refer only to a broad classification. As a matter of fact, people have always been so restless and have moved about so that every race has in it a good many strains from a number of other races.

While this is true, the leading traits of character of each race are quite distinct, just as their leading physical characteristics are distinct.

There is what is called a "typical" complexion, body build, form of features, and shape of skull for each race, which can be easily recognized by any keen observer. By studying these, we learn to know to what great white race any man belongs, and thus tell what are some of his mental and emotional traits.

In making this study, we shall learn just what kind of people form the English, the French, the German, the Italian, the Russian and other nationalities.

To this end we shall study carefully three of the great white races—the Anglo Saxon, the Latin, and the Teutonic. The Slavs are so diverse in their racial inheritance that there is no such thing as a "typical" Slav. There are, instead, several different types. The principles of skull shape apply to all of them, however. When you know what skull shape indicates, as you will before you finish this lesson, and you keep in mind the other principles learned in this course, you need not be puzzled in reading, at sight, the character of any man, no matter what his race.

An Important Warning

In reading character at sight from the marks of race, do not go to extremes.

Remember that every race is a mixture.

Remember that no two human beings are exactly alike in either looks or character. So, Anglo Saxons are not all alike —not all "typical." Neither are Latins or Teutons or Slavs.

Remember that you cannot read character at sight accurately from one mark alone. You have to observe many marks and take them all into consideration.

Remember that each mark of character indicates a *tendency,* not an absolutely fixed and definite rule of thought, speech and action. How that tendency will show itself depends upon the man's other tendencies, shown by other marks of character, and by what his training and education and experience have been.

For example, convex form of profile *always* indicates a tendency to quickness and keenness in thought, speech and action. But the man may be also predominantly mental in structure, and so not inclined to great physical activity. He may be very soft in flesh, and so not nearly so energetic as you might expect from his form of profile.

Now a man of convex profile may use his energy, practical sense and keenness in doing good—or may use these traits in crime, according to his other tendencies—or even according to his environment and training.

Remember, therefore, that every power and capacity of the human mind and soul is good if rightly directed and rightly used.

Finally, remember that in the description of racial traits which follows, I am dealing with that which is typical or predominant. There are many individuals in every race who differ greatly from the race types. Do not let this disturb or confuse you. I will show you how to read the character of any such person.

CHAPTER II

THE ANGLO SAXON RACE

Specialists in racial history tell us that the original Nordic conqueror was tall, broad-shouldered, clean-flanked, fair-haired, blue-eyed, fair-skinned, and that he had a high, long skull of medium width.

This is a picture of many of the finest specimens of the Anglo Saxon race to-day.

The Mediterranean is short, slender, dark-haired, brown-eyed, ivory or olive skinned, and has a high, long, narrow skull.

This is a good picture of many brunets of Anglo Saxon blood.

Then we see the various mixtures, such as tall, rangy brunets, and short, slender blonds—those who get their body build from one race and their complexion from another. We also see black hair and blue eyes in the same individual—another mixture.

The Anglo Saxon Skull

Because of these confusing mixtures, students of human heredity have come to depend very largely upon the shape of the skull in determining race.

The typical Anglo Saxon skull, therefore, is high, long and medium wide or narrow. Such heads are shown in Figures 54, 55 and 56.

What a High Head Indicates

Observation and comparison have taught us that the man with a high head—high both over the temples and over the ears—is ambitious, aspiring, idealistic, self-controlled, optimistic, sympathetic, just and honorable.

These are Anglo Saxon traits.

And this is how they work out:

1. *Ambition and Aspiration.*—Anglo Saxon ambition and aspiration have made this the leading race in the world in material progress, civilization, science, exploration, discovery, colonization and empire building. They have made the individual Anglo Saxon, on the average, the best educated, best trained and most resourceful man in the world. They have made it possible for thousands of Anglo Saxons to begin life with none of the advantages of birth, social position or wealth

FIGURE 54
High, Medium Wide Head

FIGURE 55
High, Long Head

FIGURE 56
High, Narrow Head

FIGURE 57
High, Wide Head

and within a few years to attain to a plane of equality with the best, most cultured and wealthiest people of this or any other race.

2. *Idealism.*—The idealism of the Anglo Saxon race has been a splendid heritage. It has created many noble institutions. Perhaps none is more worthy of praise than the democratic states they have built up, in which all men have the same rights and the same opportunities under the law.

3. *Self-Control.*—The self-control of the Anglo Saxon manifests itself in his law abiding qualities, high ethical standards, his disposition to be rather taciturn and undemonstrative, his calmness, courage and resourcefulness in emergencies, and the inherent stability of his democratic form of government.

4. *Optimism.*—The optimism of the Anglo Saxon is shown in his cheerfulness, his courage, his willingness to undertake great enterprises, his indomitable perseverance in the face of obstacles, his calm faith in the ultimate triumph of right and justice.

5. *Sympathy.*—The sympathies of the Anglo Saxon race are shown by the fact that there is no race which provides so well and so generously for its unfortunate, its insane, its sick and its poor. Nor is there any race which responds more generously to the call of distress from other lands.

6. *Justice.*—The inherent sense of justice in the Anglo Saxon race is shown by the devotion of nations, corporations and individuals to what they call a fair deal, or a "square deal."

There has been a good deal written about graft in politics, frenzied finance in Big Business, and oppression of the poor in big industries. There has been a great deal of loose talk about these things, too. Doubtless there has been some pretty crooked work done in some places. There are tricky and dishonest people in every race. But the very fact that such things make a big sensation when they are discovered shows

how unusual they are. Any man who sees straight and thinks straight knows that the great mass of the Anglo Saxon people are honest. Without the underlying sense of justice and square dealing of the Anglo Saxon race, it could never have built up and maintained its world-wide trade.

Without this justice and fairness, too, the Anglo Saxon race could never have established dependencies as loyal as are those of Great Britain and the United States.

7. *Honor and Trustfulness.*—Because the Anglo Saxon has a high sense of honor nationally, commercially and individually, he naturally likes to believe in a similar sense of honor in others. He has suffered much from this inclination to credulity, and yet it is one of his greatest assets. Our whole commercial, financial, industrial and civic structure is built upon the proposition that the Anglo Saxon will keep his word.

Traits of the Man with a Long Skull

Observation and comparison have also taught us that the man with a long head—that is to say, long from the ears forward to the brows, and from the ears backward to the back of the head—see Figure 55, is keenly intellectual, constructive, fond of home, family and friends, human beings in general, and of pets, flowers and trees.

These, too, are Anglo Saxon traits.

1. *Keen Intellect.*—The keenness of the Anglo Saxon intellect, especially along scientific, inventive and constructive lines, we have already observed.

2. *Humanity.*—Women, children and the home hold as high a place in Anglo Saxon nations as in any other nations or races of the world. Practically all the great humanitarian and altruistic movements of modern times have orginated amongst Anglo Saxon people.

3. *Kindness to Animals.*—Any traveller throughout the

different nations of the earth knows by the most casual observation that Anglo Saxon peoples are more kind and humane in their treatment of animals than any other race. They are also more given to the development of beautiful parks, beautiful gardens, beautiful estates, beautiful flowers, and beautiful fruit. Burbank, the master of them all in the cultivation of fruits and flowers, is an Anglo Saxon.

What the Medium Wide Head Indicates

The man with a medium wide head is energetic, forceful, thorough, commercial and courageous.

These are also Anglo Saxon traits.

1. *Energy.*—Anglo Saxon energy has carried the race to every corner of the earth.

2. *Commercial Sense.*—Its commercial development is greater than that of any other race in the history of the world.

3. *Courage.*—Anglo Saxon courage has opened up and developed Australia, South Africa, North America, Alaska and many islands of the sea, has taken its representatives to the North Pole and the South Pole, and to-day is throwing millions of men into the battle line to fight, not for material aggrandizement, not for conquest, not for revenge, but for an ideal.

But not all Anglo Saxons have a medium wide head. Many of them, as we have seen, have a narrow head.

Traits of the Narrow-Headed Man

1. *Mildness and Love of Peace.*—The narrow-headed man is mild, easy going, diplomatic, much preferring to gain his purpose by persuasion and tact than by despotic, destructive force.

2. *Persistence.*—The narrow-headed man hates war. He will not fight selfishly. But if he has ideals and courage, as the Anglo Saxon narrow-headed people have, he will fight

and will fight with great stubbornness and persistence when he is compelled to do so.

Study President Wilson, who has a medium narrow head, and you have an example of how the Anglo Saxon narrowness of head shows in delaying war as long as possible—then fighting, when forced to, "without stint or limit," and "without compromise."

This explains why the sentiment for world peace should have developed and been carried so far by the Anglo Saxon people.

3. *Lack of Thoroughness.*—The narrow-headed man is not quite so thorough, not quite so efficient, as the wide-headed man. This is responsible for the Anglo Saxon tendency to superficiality, lack of thorough preparation, and somewhat haphazard methods of doing things.

4. *Lightheartedness.*—This deficiency, if deficiency it is, coupled with his optimism, his natural belief in other people, and in his own future, his courage and his resourcefulness, causes the Anglo Saxon to be somewhat gay, reckless, happy-go-lucky, and inclined to trust to luck or to his own ingenuity in emergencies, rather than to take every possible precaution.

This is why in so many things we find the Anglo Saxon trying to "muddle through."

Sum up all these traits of the high, long, medium wide- or narrow-headed Anglo Saxon, and you have a complete picture of the spirit, purpose, ideals and methods of the great Anglo Saxon race.

CHAPTER III

THE LATIN RACE

The Latin, as you have learned, is a mixture of the old Mediterranean and the Alpine races.

The Mediterranean, as you already know, is short, slender,

brown-eyed, dark-haired, ivory or olive-skinned, with high, long, narrow skull.

The Alpine is short, stocky, or fat, brown-eyed, dark-haired, dark-skinned, with low, wide, short, round or bullet-shaped head.

There are therefore three types of head shape to be found among the Latins:

The high, long, wide head; the high, long, narrow head; and the low, wide, short head.

The traits indicated by the high head you learned on Page 9.

The traits indicated by the long head you learned on Page 12.

The traits indicated by the narrow head you learned on Page 13.

The Alpine Skull and Its Indications

1. *The Low Head.*—The low head is found to indicate lack of high ambition and aspiration, although there may be plenty of determination to attain more purely materialistic ends. Lower standards of morality, honor, justice and duty, although such principles as are held may be most conscientiously lived up to; less optimism, less sympathy, and more natural suspiciousness are other Alpine traits.

2. *The Short Head.*—The short head indicates less intellectual keenness and power, more tendency to imitate rather than create, less self-control, more impulsiveness and cunning, less love of family, friends, people generally, pets and plants, less consideration for and understanding of people.

3. *The Wide Head.*—The wide head indicates great energy, great thoroughness, great destructiveness and great determination to overcome obstacles by force in order to gain any desired end.

FIGURE 58
Latin Head
High and Long

FIGURE 59
Latin Head
High, Medium Wide

FIGURE 60
Teutonic Head
Short From Ears Back

FIGURE 61
Teutonic Head
Short From Ears Back

These low, short, wide heads are in the minority among Latin people, who are either of the Mediterranean or composite type. Many Latins have wide heads which are also long and high—usually a desirable combination.

The Latin people are mostly brunets, and many of their leading traits are modified by the traits indicated by their hair, skin and eyes.

Those of the Latin race, with narrow skulls, which are also long and high, are just as optimistic, idealistic, ambitious, aspiring, friendly, kindly, benevolent, just as fond of their homes and families, their children and their pets, as the narrow-headed Anglo Saxon, but they are not quite so fond of variety, not so much inclined to exploration, pioneering, organization and progress. They are more constant, more conservative, more demonstrative in their affection and other emotions, and more inclined toward art, literature, sciences and professions generally than towards commerce and industry.

Those of the Latin race who have wide heads, and this includes a good many of them, are energetic, painstaking, thorough, efficient, industrious, and interested in trade and commerce. They are splendid fighters, but are more likely to fight in defense than in aggression.

They are more constant, more conservative, less likely to change, and not nearly so domineering and desirous of rule, authority and power as the Anglo Saxon with high head.

The French People

The qualities I have just enumerated will be recognized as characterizing the splendid French people.

Nowhere is there a nation or people more devoted to equality, liberty, fraternity, democratic ideals, a love of the homeland, love of their own homes, their families, their children, their pets, their gardens and their fields.

Equality, liberty, fraternity and democratic ideals are all indicated by the high head.

Love of home and family is indicated by the long head.

Nowhere on earth is there a nation of braver, finer, nobler, more persistent, or more persevering people than these French people of the Latin race.

Their industry, their frugality, their wonderful thrift, their high artistic and literary achievements, their scientific exploits, their good taste and their staunch spirit, have long made them not only famous and admired, but an exceedingly valuable asset in the world's civilization and progress.

The Frenchman is affectionate, graceful, gay and demonstrative. These qualities have often made him seem to be frivolous, excitable, mercurial and changeable.

The events of the Great War have revealed to the world the splendid qualities of constancy, devotion, calmness, courage, industry, energy and perseverance which have always been the chief elements of Latin character, even while mere superficial appearances may have deceived the unobservant.

Other Latin Peoples

The Spanish, the Italian, the Portuguese and other members of the Latin race, also display many of the qualities which we have described in the French.

The Latin race also has the faults and weaknesses to be expected of its ardent nature.

Its code of ethics in general is somewhat different from that of the Anglo Saxon race. This code may be just as high principled as that of the Anglo Saxon, but just because it is different it may appear to be not as high principled to Anglo Saxon eyes.

The Latin peoples are inclined to follow the customs and traditions of their ancestors, and are somewhat given to revenge.

CHAPTER IV

THE TEUTONIC RACE

The German people are the leading Teutonic race.

It is therefore important to study them with great care in comparison with the Anglo Saxon and the Latin.

The Teutons are a mixture of Nordic and Alpine, in which the Alpine's physical and mental traits largely predominate.

The Typical German Head

As you remember, the Nordic is tall, broad-shouldered, lean-flanked, blue-eyed, fair-haired, fair-skinned, and has a high, long, medium wide skull.

The Alpine is short, stocky, or fat, brown-eyed, dark-haired, dark-skinned, and has a low, short, wide, bullet-shaped head.

The typical Teuton is a composite of these two. Many Germans, of course, are far from being "typical" in both looks and character.

In your study of this chapter and of the German people you know, you must never lose sight of the fact that I am describing the *typical* Teuton.

While the majority of pure-bred Germans, especially Prussians, conform more or less closely to this type, there are many notable exceptions.

There are Germans in Germany who hate the rapacity, treachery and cruelty of the government and the majority just as cordially as you do. They are truly civilized, sympathetic, honorable and refined.

There are thousands of pure Germans and Americans of German blood in the United States, who are as lovable and patriotic, as high principled and trustworthy as any Americans of any other race-blood.

But these are not typical Teutons. They are not a mix-

ture of Nordic and Alpine, but more likely either almost pure Nordic or pure Mediterranean.

Remember further, the powerful effect of environment, training and education on character, and you will see why the great mass of Americans of German and Austrian blood and the millions of Americans with some Teuton blood in their veins are so different from the typical Teuton I shall describe in this chapter.

Qualities which, under insidious and crafty Prussian militaristic training, show themselves in one way, will have a far different manifestation under the influence of American ideals and education.

The Teuton is medium in height, has heavy, but sloping shoulders, is often fat, either fair or dark, and has a peculiarly shaped skull, very unlike either the Nordic, the Mediterranean or the Alpine. This typical German head is shown in figures 61 to 65. It is often spoken of as the Prussian head, because it is more common in Prussia than elsewhere in Germany.

This head is low over the temples, high and square over the ears, long from the ears forward, and so short from the ears backward that the back of the head is almost perfectly flat, and very wide.

Traits Indicated by Low Head Over Temples

The head low over the temples shows lack of sympathy, lack of imagination, lack of creative ability, lack of faith, lack of any real reverence, and capacity to imitate.

This has shown itself in the German people as follows:

1. *Lack of Sympathy.*—In all the history of mankind there has never been a race more cruel, more destructive of human life and human property, more lacking in sympathy for the weak and the helpless than this Teutonic race in its manner of waging the Great War.

FIGURE 62
Teutonic Head
Wide, Low Over Temples

© *International News Service*
FIGURE 63
Teutonic Head
Wide, Low Over Temples

© *Underwood & Underwood*
FIGURE 64
Typical Teutonic Head

© *Bain News Service*
FIGURE 65
Typical Teutonic Head

2. *Lack of Creative Ability.*—The German lack of imagination and creative ability is conclusively indicated by the fact that no one of the great modern inventions has had its origin in Germany. Every epoch in science, in machinery, in electricity, and in chemistry, from the inductive method and the steam engine down to the present day, has originated either in England, in America, in France or in Italy. There have been great creative geniuses in Germany, notably in literature and in music; but few have appeared in recent years. Examine the portraits of Goethe, Wagner and Beethoven and you will see that their skull shape is Nordic.

3. *Imitativeness.*—The German capacity to imitate is shown by the fact that the Germans have taken every one of these inventions and made it their own, applying it to their problems with characteristic thoroughness and efficiency.

4. *Lack of Faith.*—The German lack of faith is shown in many different ways.

In a positive way it is shown by their unwillingness and inability to trust their neighbors or even their own people.

Traits Shown by the High Square Crown

The high, square head over the ears in the German shows a desire for authority and domination, without the restraining influences of conscience, honor or a sense of justice. The German has always wanted to rule the world.

1. *Desire to Dominate.*—Always look for a thirst for power, either magnificent in its scope, or petty in its character, with this high, square crown. The German peasant of purely Teutonic origin is a tyrant in his own family, and any man anywhere who has this high crown with low head over the temples is a tyrant over those who are weaker than himself just as far as he has opportunity to be so.

2. *Lack of Sense of Honor.*—The man who has a very strong desire to possess or rule, not modified by feelings of

FIGURE 66
Head Low Over Temples
High Over Ears

FIGURE 67
Head High Over Temples
—Well Balanced

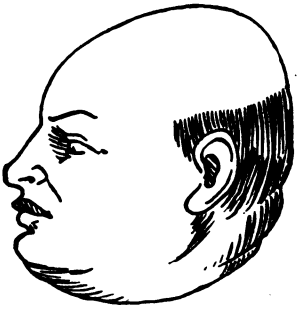

FIGURE 68
Head Low Over Temples
and High Over Ears

FIGURE 69
Head High Over Temples
and Low Over Ears

sympathy or benevolence, is a man determined to have his own way, regardless of everything else, honor included.

Traits Indicated by Short Head

The flat head behind shows disregard for people, animals or plants, except as they can be made useful in furthering power and wealth. Coupled with this is a strange inability to understand other people.

1. *Disregard for Others.*—The German ruling power shows its disregard for human life, both by its reckless expenditure of its own people as cannon fodder and by the way both the German rulers and officers and the German soldiery have treated the weak and defenceless people wherever they have gone.

2. *Boorishness.*—Many of the better class of Germans themselves complain of the boorishness and uncouthness of certain elements in the nation. The German army officer who jostles women and old people off the sidewalk is no more popular at home than he is abroad.

3. *Lack of Understanding of Human Nature.*—The strange inability of the Teuton people to understand others is shown in the many blunders in diplomacy they have made, both before and during the present war.

Traits of the Very Wide-Headed Man

The excessively wide Teutonic head shows great energy, great thoroughness, industry and efficiency, coupled with violence and destructive anger upon whatever stands in the way. It is the head of a worshiper of might.

1. *Furiousness.*—The extremely wide head might be called the "head of furiousness." It is the head of the lion, the tiger, the rattlesnake, the eagle, and the bulldog, as contrasted with the narrow head of the sheep, the hound, the dove, the gazelle, the non-venomous serpent, and the hare. The violent and uncouth editorials in German newspapers gave rise to the expression "Teutonic fury" years before the present war.

2. *Achievement.*—This wide head, when it is also high above the temples, full and round instead of square over the ears, and full and round behind, is the head of great achievement. It is the head of the great organizer, executive and the builder in every walk of life, because in these cases the great energy, thoroughness, efficiency and power to overcome obstacles are guided by good judgment, sympathy, altruism, conscience, justice and a genuine love of humanity.

3. *Destructiveness.*—When these are all lacking, and there is nothing to guide the destructive energy but an overweening passion for power, place and pelf, it runs amuck in the world, destroys what it cannot steal and whoever and whatever stands in its way.

Traits Indicated by Head Long from Ears Forward

4. *Intellectual Power.*—The length of this Teutonic head from the ears forward shows intellectual keenness and power, grasp of scientific facts, mathematical and musical ability. The Teuton has great capacity for understanding and applying scientific truth.

5. *Mathematics and Music.*—The Teutonic mastery of formulàe, mathematics, music and similar subjects is unmistakable, as is also their marvelous ability to make plans complete to the last detail and then to carry them out thoroughly and efficiently.

6. *Shortsightedness and Cunning.*—The shortness of the Teuton head from the ears back is, as we have already pointed out, an indication of a lack of true friendliness and love of humankind, also a lack of understanding of the nature of other people, and indicates positive qualities of shortsightedness in dealing with people, cunning and impulsiveness.

7. *Caution.*—The squareness of the top of the German head, as viewed from in front or from behind, is an indication of caution.

The man who lacks faith and at the same time has large development of caution is sometimes very much afraid, no matter how boldly he may march up to the cannon's mouth.

The caution of the Teuton shows in the elaborate precautions and preparations which he calls efficiency.

CHAPTER V

THE RACES WORKING TOGETHER

America has been called the melting pot of the races.

The idea is that here we transfuse all racial elements into a new race with all the virtues and few, if any, of the vices and weaknesses of the old.

Some day this dream may come true. When it does come true, it will be because we have found some much more definite means of educating those who come to us from foreign lands in the spirit of our free institutions.

We American people are already a very much mixed race, containing elements of all the various races on the face of the earth.

In the early days of the Republic, our population was predominantly Anglo Saxon and for many years the immigration into the United States was principally Anglo Saxon, or Nordic.

In recent years, however, there has come to us a rapidly increasing stream of Latin and Mediterranean people, many Slavs and a certain restricted number of Asiatics.

The Alpine, the Mediterranean and the Slav are very much more difficult races to assimilate and to Americanize than the Anglo Saxon. The problem confronting us, therefore, becomes more and more complex and more difficult.

Work the Best Educator

How can we educate these people? How can we amalgamate the low, wide, short head into a civilization which,

FIGURE 70
Low, Wide Head

FIGURE 71
Low, Narrow Head

FIGURE 72
Low, Wide Head

from the very beginning, has had the ideals and aspirations of the high, long, medium wide or narrow head?

There is one and perhaps only one way in which this can be approached.

Fortunately, practically all of those who come to us from across the sea must find work to do. And work itself, if done under proper conditions and proper supervision, is one of the best and most effective educators.

Importance of the Right Job for the Right Man

Work to be constructive in its educational value must be congenial, it must be suited to the talents of the individual performing it. In short, to receive a constructive education from his job, a man must have a job which he fits. He must be able to succeed in his work. He must be able to advance in it.

So we must know how to select our own vocations, how to put our employees in the right jobs, how to guide our children to the work that will be best for them. We must know also how to give competent and wise vocational guidance to the children of immigrants in our public and private schools, and especially in the schools which in rapidly increasing number are devoted to vocational training.

Head Type and the Job

A study of racial type, and especially of racial head shape, is of the highest possible value, in connection with the selection of the right job for the right man under the right kind of supervision.

Because so many different races are mixed in the people of the United States, we cannot say, "Let the Irish run the railroads, the English the factories, the Scotch the ships, the Germans the farms, the Italians the gardens, the French the theatres, the Scandinavians the churches, and the Russians the stores."

We are not divided up that way. We are all Americans or ought to be. And most of us have the blood of more than one race in our veins. So the matter of the job cannot be settled according to race.

It is much easier to allow for a man's race, in selecting his job, by paying attention to the shape of his head.

Work for the High-Headed

The high-headed man or woman should look about and study jobs very carefully before making a choice, in order to be quite sure that he or she is not getting into what is called a "blind alley" job—that is, a job in which there is no chance for going higher.

While there are many low-headed people who seem to be perfectly satisfied to plod along year after year in the same job at the same income, high-headed people are very unhappy in such a place. If you are an employer, therefore, select high-headed men for positions where they can forge ahead, and where you wish them to be ambitious for promotion.

Be on your guard, however, against putting a very high-headed man in a position where his ambition will be far bigger than his ability. A man of great egotism and ambition, but small ability, is a very troublesome man in any place where it is comparatively easy for him to want to do bigger things than he ever can.

The High-Headed Man Must Have Ideals

To be perfectly happy in his work, and to do his best at it, the high-headed man needs to find ideals in it. That is to say, he must be able to find in his job some more lofty motive than the mere making of money. He must believe that his work is a help to the community, to his country, to his church, to humanity in general, or in some other way must find in his work satisfaction for that part of his nature which constantly rises above mere material things.

It is true that there are plenty of high ideals to be found in any kind of useful work, and a man with a high head will find them. On the other hand, the more easily they are found, and the more apparent they are, the better satisfied will be the man with the high head.

This is all especially true if the head is high above the temples as well as above the ears. If it is low above the temples, and high only above the ears, then ambition will take the form of a desire for power and authority rather than for the achievement of some ethical or spiritual ideal.

Head of the Organizer and Leader

The man whose head is high above the temples as well as above the ears, especially if it has a round, dome shape above the temples, has optimism, self-confidence and organizing ability. With other qualities to back these up, the man is a leader. His optimism and confidence enable him to undertake big things, to work on cheerfully in spite of discouragements and reverses. The man who is afraid to attempt big things, or who lacks the necessary courage and faith to keep on working and fighting, even when the battle seems to be going against him, never accomplishes big things.

Therefore, examine the portraits of the great world leaders in religion, politics, reform, military affairs, commerce, finance, industry, and you will find that, almost without exception, they are men who have the high dome-shaped head above the temples.

A man may have this type of head without sufficient ability or judgment to carry his ambitious plans to success. This is almost always the case if his head is low above the ears, or badly balanced, or if he has a badly balanced face. In these cases he is the type of man who always looks forward to accomplishing tremendous things, and who may start a great many tremendous enterprises, but because he lacks courage, persistence, a level head and sound judgment, is al-

ways making a failure. This is the type of man who "bites off more than he can chew." He may perhaps do brilliant things. He may for a brief moment dazzle his community, or even a state or nation by his exploits, but soon or late he collapses.

The man of this type of head to be a great success needs to be backed up well in every other phase of his character. His head must not be too narrow, must not be too short, it must not be dome-shaped above the temples and deficient at the ears and the lower part of the back. Such a man also needs a pretty good development of jaw and chin, a good sized nose, elastic consistency, with more tendency to hardness than softness.

Examine great leaders in all lines carefully, and you will find that almost without exception they answer this description.

Jobs for the Long-Headed

One of the long-headed man's greatest assets is his friendliness, his ability to make friends, to make acquaintances easily, to understand and deal successfully with people.

If you are of the long-headed type, select some vocation where your success will depend considerably upon this ability.

The law, politics, the ministry, salesmanship, executive positions, social service, authorship, journalism, medicine, dentistry, the hotel business, and other such lines all offer splendid opportunities to the man with the long head.

The other side of the story is just as important. The long-headed man never ought to get into a position where he is shut away from people, where he has to work alone. He is so social and so friendly, that unless he can be with people and deal with people, he soon becomes very bitterly dissatisfied.

I have never known a successful politician who did not

have a long head, and especially one which was round and full in the back.

Employers, therefore, should place those with long heads in positions where they can make the most of their ability to get along with others.

Where the Short-Headed Cannot Work

No short-headed man ever ought to be sent on the road as a salesman, and ordinarily short-headed people are not well adapted for work as retail salesmen or saleswomen.

In these days, when the old methods of driving, coercing and clubbing labor have almost entirely disappeared, and labor has to be persuaded, led, inspired and encouraged to its duties and to loyalty, the short-headed executive is almost a thing of the past.

Aggressive Work for the Wide-Headed

Any job or vocation, success in which requires energy, push, aggressiveness, thoroughness, taking the offensive, fighting for right, using mental or physical force in any way, is a job requiring the services of a wide-headed man.

Any job requiring keen financial sense, a strong desire for accomplishment and money making, looking out for profits and insisting on receiving every penny earned, also requires a wide-headed man.

If a job requires brute strength only, a wide-low-headed man is the man for the job, but if you want the energy and push of your man to be guided and directed by higher ideals, then you must have a wide-high-headed man.

If you want a man to drive through obstacles, regardless of danger and of consequences, and regardless also of consideration for others, then you want a man with a wide head, short and round behind. In other words, a man with a bullet-shaped head.

If you want a man whose energy, push, executive ability,

talent for organization and leadership shall be devoted to the accomplishment of big things, then he must have a high, wide, long head.

Jobs for the Narrow-Headed

The narrow-headed man should always be in places in life where mildness, peaceableness, tact, diplomacy and persuasion can be used instead of direct, driving, forceful methods.

The narrow-headed man, whose head is also high and long, is to be found in great numbers among those who are successful in professional life. Lawyers, teachers, preachers, lecturers, writers, engineers, politicians, salesmen and sales managers, advertising men, journalists, physicians, dentists, and other professional men are drawn very largely from this class.

In the commercial and industrial world narrow-headed men are to be found among artists, draftsmen, designers, skilled mechanics of all kinds, bookkeepers, stenographers, private secretaries, assistants to executives, retail sales people, barbers, cooks and waiters, clerks, and all others whose work is brought to them instead of their having to go out after it.

Jobs for the Short-Headed

If you are a short-headed man, that is to say, if your head is short and narrow from the ears back, then you should choose for yourself a vocation in which you can succeed without being able to meet and handle people.

If you are an employer, do not put short-headed men into positions as salesmen, executives, information clerks, cashiers, or anywhere else where they will have to handle the public.

Short-headed men can succeed in advertising as copy writers, artists and accountants; in agriculture; in architecture, as designers and draftsmen; in art; in athletics; in authorship, in lines in which it is not necessary for them to study

character and to delineate character; in clerical work, construction, engineering, exploration, fishing and hunting, forestry, invention; in the law, as research workers, brief writers and preparers of cases; in manufacturing anywhere outside of the selling and executive phases of the work; in mining, as musicians, in philosophy, in scientific research, as statisticians, and in transportation in any capacity outside of handling the public and employees.

CHAPTER VI

INFLUENCING THE DIFFERENT RACIAL TYPES

The Teuton used frightfulness for several reasons.

First, because, with his extraordinarily wide head, he is a worshipper of physical force. He relies upon it in his own hands and has great respect for it in the hands of others. Being naturally destructive, he is also a worshipper of destructiveness. It is the nature of a man of his type to want to destroy what he cannot possess. For this very reason, power to destroy in the hands of others makes a deep impression upon his mind.

Another reason why the Teuton used frightfulness is because, owing to the flatness of his head just above the temples, he has deficient power to conceive of abstract ideals. His ideals are all material, temporal. He wants money, land, raw materials, manufactured products, and the power to make other people work for him and add to his material possessions.

Therefore the destruction of property and wealth terrorizes him. When this disappears, then all that he holds dear disappears.

And it was precisely because the Anglo Saxon and Latin peoples held honor, chivalry, the rights of man and humanitarian principles and ideals above any mere material consideration that the German frightfulness failed to scare them, but only made them fight the harder.

The man whose head is high above the temples will always fight harder for an ideal than he will for property, while the man whose head is low above the temples will always fight harder for property than he will for an ideal.

Know People as They Are, Not as You Wish They Were

Here is one of the highest values of being able to read character at sight. You learn to judge of others, not by yourself, but by what they really are. You know their leading motives. You know where they are strongest, and also where they are weakest. You know what you can reasonably expect of them, and what you have no right to expect of them. You understand your own point of view and why you hold to it. You also understand the points of view of others, and why they hold to them.

In all your dealings with other people, there is no more valuable knowledge than what you can learn from a study of racial types.

How to Persuade the High-Headed Man

If you want to appeal to a high-headed man, remember that he is ambitious and aspiring. If his head is high and dome-shaped above the temples, you can be sure that he is optimistic, that he will place confidence in you if you show him that you deserve it; that he is sympathetic and benevolent; that he has high humanitarian ideals.

On the other hand, if his head is low and flat above the

temples, and high in the crown, you know there is no use appealing to his sympathy, or to his humanity. You will direct your appeal rather to his love of power and authority. You will realize also that the man with this shape of head is exceedingly self-willed and can be very obstinate and very stubborn. This is especially true if, in addition to the high crown above the ears, he also has a strongly concave chin, making the longest diameter of his head from the point of the chin to the crown.

A Distinguished Example

Study the head of Woodrow Wilson in this respect. Notwithstanding the fact that he is narrow-headed and therefore mild in disposition, notwithstanding the fact that his head is high above the temples, and that he therefore is devoted to large humanitarian ideals, you will observe that his head is very high above the ears and that he has a long, strong chin.

Have you followed his career as University President, as Governor of New Jersey, and as President of the United States? Then you know that he is a man who cannot be coerced or driven. He stands with great obstinacy against tremendous opposition for what he believes to be right. You also know that he takes and uses all of the power and authority conferred upon him by the Constitution and by the circumstances. He does not want—and will not have—final authority in the hands of anyone else.

It is well known that as Governor of New Jersey he was master of the Legislature and of all departments of the State administration. It is even better known that as President of the United States he has directed all of the activities of Congress and has jealously contended not only for all of the authority which normally belonged to him, but also for still further authority conferred upon him by Act of Congress.

When you deal with a narrow-headed man of this type, therefore, do not be deceived by his mildness and his lack of attacking force. Remember he cannot be coerced, but that you can only succeed with him by appealing to his reason, his judgment and his ideals.

Dealing with the Long-Headed Man

Always deal with the long-headed man, just as far as you are able, upon the basis of friendship. He admires, respects, loves and enjoys his friends. He likes to do things for them. He is much more ready to buy from his friends, to sell to his friends, and to serve his friends than he is to buy from, sell to, or serve strangers.

This man also loves his home and his family, and can always be appealed to on their behalf.

If you can show him how your proposition will enable him to make more friends, to be more popular with his friends, you will also appeal to one of his leading motives.

How to Influence the Wide-Headed Man

The wide-headed man is interested in force, action, accomplishment, and in money. He wants to know if your proposition is financially sound, that it offers him an opportunity for profits, or for direct, material accomplishment.

While the wide-headed man has respect for force, and can be influenced by a show of force, you must always be sure before you try this method that you have more force than he has. As a general rule, therefore, it is far better to appeal to some other side of his nature. If it comes to a showdown, however, and it is necessary to use force, then remember the advice of the wide-headed Theodore Roosevelt: "If you are going to hit a man, don't hit him a soft blow—hit him as hard as you can."

How to Persuade the Low-Headed Man

In dealing with the low-headed man, remember that he has little conception of high ideals and the values of things which he cannot see, hear, smell, taste and handle.

His one question always is: "What is there in it for me or for mine?" Therefore, if you want to influence or persuade him, answer that question directly and positively. Show him the figures, or better, show him the actual things he will win. Make him see and feel himself enjoying the benefits you promise him.

The low-headed man whose head is low above the ears, and is also narrow, can be pushed, and as a general rule, this is one of the best ways of dealing with him. If his head is high above the temples, he has a natural respect for those in authority. He is accustomed to doing what he is told, he has not much decision and initiative on his own account, and therefore would far rather be told where to go, what to do, and how to do it, than to take the responsibility of finding a way of doing things for himself.

Men with low, narrow heads have small financial ability. They care more for other things than they do for money. It is hard to get them to study, to train themselves, or to work longer or harder merely for the sake of making more money. It doesn't do much good to offer such a man a bonus for increased production. He will do far more if you appeal to some sentiment, such as desire to please a boss he loves, the excitement of winning a contest, patriotism, love of applause, or even a wish to wear a button or a badge.

What such men need is the spur or a sharp stick. I have seen many such a man accomplish things far beyond what he himself had thought possible by marrying a wife who constantly stimulated, encouraged, urged and prodded him onward.

How to Persuade the Short-Headed Man

When you come to influence the short-headed man, do not try to be too friendly. He responds only with difficulty to friendly advances, unless he happens to be of a type which, although lacking in any real friendliness, pretends great affection for others in order to take advantage of them.

These short-headed people are oftentimes very humanitarian. They have heads which are high above the temples and are full of humanitarian and altruistic ideals. You sometimes find them devoting their entire efforts and even their lives to the service of humanity, but take note that it is always for humanity in the mass. They do not care much for individuals, and oftentimes will not do anything at all for them. Sometimes their humanitarian professions are insincere, being for the purpose of getting a job, attracting attention or concealing dishonest schemes.

Therefore, do not expect these people to buy from you or do anything for you because they are friends of yours. Put all of your dealings with them upon an impersonal basis. If they have humanitarian ideals, then appeal to those ideals. If they are wide-headed, and therefore chiefly interested in money and material things and material achievement, appeal to that side of their nature.

The short-headed man, because he does not care particularly about other people, is oftentimes supremely selfish. His own individual and personal advantage, comfort, profit and pleasure, are the only things that make any very strong appeal to him. Usually, also, he wants what he wants right now. It is hard for him to give up a nickel to-day for the sake of a dollar to-morrow.

Social Success with the Racial Types

In order to succeed socially with the different racial types, you need only to adapt yourself to them. This is obvious, of course. Anyone could say it. Anyone would believe it the

moment he heard it, and yet, how many intelligent people have distressing experiences like that of Mrs. S.

Both Mrs. S. and her husband have high, narrow, long heads. Their highest ideal of a pleasant social evening is to meet with a very few choice, intimate friends and discuss together such subjects as literature, art, philosophy, politics, political economy—"highbrow stuff."

Mr. and Mrs. R. were wealthy and influential people, with whom the S's had recently become acquainted. For many business, professional and social reasons, Mrs. S. was very eager to make a good impression upon the R's and to become very much more friendly and intimate with them.

So Mrs. S. invited the R's to dinner one night. The table was beautifully laid and decorated, everything was in exquisite, quiet good taste, the food was delicious and the service efficient.

Notwithstanding all this, Mr. and Mrs. R. seemed somewhat uncomfortable. Conversation started out pretty well, then lagged and died out. Then it flared up again, but in a little while smouldered down to cold ashes.

Mr. S. opened up all the learned things he could talk about, but got only a polite agreement from his guests.

Mrs. S. opened up along the lines of literature and art, and got only a "Yes, I should say so," in response.

After dinner the party was very chilly. Host and hostess were in despair. Their guests fidgeted, yawned, and Mr. R. even covertly looked at his watch once or twice.

Finally all four people heaved a sigh of relief when the R's finally got away.

What was the trouble?

What the Different Types Enjoy

Mr. and Mrs. S., with all of their intelligence and powers of observation, for some reason or other had never learned the fact that men with low, wide, short heads, however suc-

cessful they may be in business, however great their influence may become in commercial and financial affairs, are not interested in polite, artistic, literary, scientific or philosophical conversation. They are not particularly sociable, and their idea of having a good time with other people is either to be entertained, as at a theater, or to have something active and rather strenuous to do, as at a dance.

Such people also, as a general rule, prefer large, rather hilarious parties to small, quiet ones. In the larger party their social deficiencies do not show up so glaringly. They are more carried along, simply as members of the crowd, and in this way manage to have a good time.

1. *High-Headed People.*—In general, then, remember that high-headed people will enjoy what are usually called high-brow entertainments, classical concerts, lectures, conversations on intellectual subjects, and idealistic topics.

2. *Long-Headed People.*—Long-headed people are very sociable and friendly, and can find entertainment for themselves in almost any situation where they have an opportunity to come in contact with people of their own kind.

3. *Wide-Headed People.*—Wide-headed people are very energetic and demand action of some kind. They either want some one else to act or demand an opportunity for strenuous action themselves. Cards, dancing, theaters, athletic contests, horse races, prize fighting, and other such active forms of entertainment appeal most to wide-headed people.

If you must discuss things with these people, discuss the war, business, baseball, building and transportation, or some other equally practical subject which gives rise to mental pictures of action.

If your man's head is both wide and high, you can discuss with him the more intellectual and idealistic phases of these subjects, but if it is low, you will do well to keep your feet solidly upon the earth of substantial, practical facts.

4. *Narrow-Headed People.*—Narrow-headed people like an easy, pleasant, agreeable time. They are not particularly fond of strenuous contests, although they often do take part in games and sports for the exercise, or because being of the bony and muscular type they love physical activity.

Narrow-headed people do not like disagreeable situations, and while many of them are very argumentative, the very fact that they argue the matter is a confession that they do not like to use force to put an end to the argument. They also enjoy argument as an intellectual exercise.

Entertainment for narrow-headed people, therefore, should be in general more quiet, more intellectual, or more purely social, than that for wide-headed people.

5. *Short-Headed People.*—Short-headed people are not sociable or friendly in the strictest sense of the word. However, many of them do enjoy being with crowds where they can be entertained or take part in a general good time without being brought too intimately into contact with individuals.

How to Please Employers of Different Types

If your boss is a high-headed man, remember that he has ideals in connection with his business. On the other hand, if you are in a position of trust and responsibility, where you have an opportunity to offer advice, or perhaps even to modify in a measure the policies of your boss, remember that he is likely to be over-optimistic, over-enthusiastic, too ambitious, and to start more things than he can successfully finish.

If your boss's head is high and dome-shaped above the temples, you can appeal to his sympathy, his optimism, his confidence, his desire to build, construct and progress.

If, however, it is high only above the ears, then you must appeal to his love of power and authority. Remember he wants his own way. He will probably be a very rigid and

strict disciplinarian. He will insist upon instant and implicit obedience.

Naturally the long-headed boss wants to be on friendly terms with his employees. He may be a man who has very little time to show his friendliness, but he feels it nevertheless and you will do well to respond to it in kind whenever he gives you an opportunity.

The wide-headed man is energetic and likely to be somewhat of a driver. If you do not like to be driven, then you would better not place yourself under a boss who is too wide-headed. If you do find yourself under such a boss, remember that he wants things done, he wants action, he wants results and he wants profits.

Your wide-headed boss also is very likely to have considerable temper. Do not be misinformed by the fact that he may keep it under control most of the time. When he does let it go, it is likely to be a fierce one, and people are likely to be discharged right and left.

This type of man also sometimes scolds and curses furiously. When he does, don't answer back. Remember that is his nature and he is simply letting off steam for the relief of his own feelings.

There is a limit, however, beyond which no man of self-respect can allow his boss to go, in the matter of abuse. In these cases, the reply is not to be made in kind.

I have seen these wide-headed men halt abruptly in the midst of a tirade and even apologize, when they were very quietly but firmly informed that they had gone far enough.

As a rule, however, it is the part of wisdom to let them get the thing off their chest, so to speak, and then go along as if nothing had happened. That is what they want, and that is the way they feel after they have relieved the pressure.

If your boss is a narrow-headed man, bear always in mind the fact that he does not like disagreeable things. He doesn't

like to say disagreeable things, he doesn't like to scold or to find fault. This is no indication, however, that he is always pleased with the things that you say and do.

The narrow-headed man likes to have things go smoothly, so he may suffer in silence and patience for a long time, but he also likes to have his own way, oftentimes, especially if his head is high above the ears. The chances are that he will give you every opportunity to make good, and then he may suddenly fire you without warning, if you have not made good.

It is a well known fact that the man who does not like to fight, will never pick a fight and can only with difficulty be pushed into a fight, is a man who fights viciously, desperately and without ever knowing when he is licked, when once he begins.

If your boss is a short-headed man, don't expect him to be friendly with you, or if he seems to be friendly, don't expect anything from him on the grounds of friendship.

Make good on your job. Show him profits. Realize the fact that he is probably very selfish and will most appreciate those employees who serve best his selfish interests.

If you are in a position where you meet the public under such a boss as this, remember he is of very little use in such relationships, and it is therefore up to you to express to the public the friendliness of the house.

Summary of Lesson Five

In Lesson Five you have learned that:

1. The white races of the earth probably had their origin in northwestern Europe.

2. From there they spread all over the then known world, conquering as they went, probably more than ten thousand years before Christ.

3. Because they were not fitted to survive, the white peoples died out in tropical and sub-tropical climates.

4. Later Asiatics overran southern and central Europe, driving the white people before them, and later mingling with the remnants of the white.

5. To-day there are, loosely speaking, four great principal branches of the white race or four great white races, namely, the Anglo Saxon, the Teutonic, the Latin and the Slav.

6. The early white men who overran the world from northwestern Europe are called Nordics; those who settled along the northern shores of the Mediterranean are called Mediterraneans; the descendants of the early Asiatic invaders are called Alpines.

7. The Anglo Saxon race is a mixture of the Nordic and the Mediterranean, principally.

8. The Teutonic race is a mixture of the Nordic and the Alpine, principally.

9. The Latin race is a mixture of the Mediterranean and the Alpine, principally with some Nordic.

10. The Slav is a mixture of the Nordic with the Alpine and other Asiatic race elements.

11. While the races are thus mixed, and even more complicatedly mixed than this would indicate, there are certain physical race characteristics in each of them.

12. Members of the Anglo Saxon race may be in their characteristics either pure Nordic, pure Mediterranean, or a mixture of Nordic and Mediterranean.

13. Because of these mixtures, students of race depend very largely upon the shape of the skull in determining heredity.

14. The typical Anglo Saxon skull is high, long and medium wide or narrow.

15. The man with a high head, high both over the temples and over the ears, is ambitious, aspiring, idealistic, self controlled, optimistic, sympathetic, just and honorable.

16. The man with a long head is keenly intellectual, con-

structive, fond of home, family and friends, human beings in general, and of pets, flowers and trees.

17. The man with a medium wide head is energetic, forceful, thorough and courageous.

18. The man with a narrow head is mild, easy-going, diplomatic, relying more upon persuasion and tact than force and direct combat.

19. There are three types of head shapes to be found among the Latins. The low, wide, short head; the high, long, narrow head; and the high, long, wide head.

20. The man with the low head lacks high ambitions, aspirations and ideals, but may have plenty of determination and conscientiousness according to his standards. He has less optimism, less sympathy and more natural suspiciousness than the man with a high head.

21. The man with a short head has less intellectual keenness and power than the man with the long head, is more apt to imitate than to create, has less self control, more impulsiveness and cunning, less love of family, friends, people generally, and plants, less consideration for and understanding of people.

22. The man with the wide head has great energy, great thoroughness, great destructiveness and great determination to overcome obstacles by force in order to gain any desired end.

23. French, Italian and Spanish people, the leading Latin nations, are devoted to equality, liberty, fraternity, democratic ideals, a love of the home land, love of their own homes, their families, their children, their pets, their gardens and their fields. They are brave, fine, noble, persistent and persevering. They are industrious, frugal, thrifty, artistic, literary, scientific. They have good taste and a fine spirit.

24. The code of ethics of the Latin race is somewhat different from that of the Anglo Saxon.

25. The Latin race is more conservative, more opposed to change than the Anglo Saxon race.

26. The typical German is a composite of the Nordic and Alpine races. He is medium in height, has heavy but sloping shoulders, is often fat, fair or dark complexion, and has a peculiar shaped skull, very unlike either the Nordic, the Mediterranean or the Alpine.

27. The typical German skull is low over the temples, high over the ears, long from the ears forward, short from the ears back, and very wide.

28. The head low over the temples shows lack of sympathy, lack of imagination, lack of creative ability, lack of faith, lack of any real reverence, and capacity to imitate.

29. The head high over the ears shows a passion for authority and domination, without the restraining influences of conscience, honor or a sense of justice.

30. The flat head behind shows disregard for other people, animals or plants, except as they can be made useful in furthering lust for power and wealth. It also shows a strange inability to understand people.

31. The excessively wide Teutonic head shows great energy, great thoroughness, industry and efficiency, coupled with violent, destructive anger upon whatever stands in the way. It is the head of a worshipper of might.

32. The length of the Teutonic head from the ears forward shows intellectual keenness and power, grasp of scientific facts, mathematical and musical ability.

33. The Teutonic head is square, as viewed from the back.

34. The square head indicates great caution, which leads to taking thorough precautions.

35. The best way to educate the different races who have come to the United States into a real Americanism is to see to it that the members of each race find something to do

which is peculiarly fitted to their inherent capacity, and then to educate them in their work.

36. High-headed people should engage in work where there are opportunities for advancement and progress.

37. High-headed people should do work in which they can find inspiration in high ideals.

38. The well balanced high head is an indication of capacity for leadership, organizing ability and high attainments in some vocation.

39. The badly balanced high head shows great ambition and aspiration not guided by common sense and not backed up by real ability.

40. The long-headed man should do work which brings him into contact with people.

41. Short-headed people are not well qualified to handle others, either as salesmen or executives.

42. Wide-headed men should select a vocation which requires energy, push, aggressiveness, fighting ability, strong desire for accomplishment and money making, looking out for profits.

43. The bullet-headed man should undertake work requiring ability to drive through obstacles regardless of danger and consequences, and regardless of consideration for others.

44. The narrow-headed man should always be placed in lines where mildness, peaceableness, tact, diplomacy and persuasion can be used instead of direct, driving, forceful methods.

45. In influencing the man whose head is high above the temples, appeal to his ambition, ideals, optimism, sympathy, benevolence and confidence.

46. In appealing to the man whose head is low and flat above the temples and high in the crown, show him how he can gain power and authority for himself.

47. Deal with a long-headed man on the basis of friendship.

48. In dealing with a wide-headed man, show him what can be accomplished and how great profits can be made.

49. If obliged to use force with a wide-headed man, use all the force at your command.

50. In dealing with a low-headed man, give as vivid an answer as possible to his spoken or unspoken question, "What is there in it for me?"

51. In dealing with a narrow-headed man whose head is low above the ears, you can push him.

52. In dealing with a short-headed man, do not rely upon his friendliness.

53. Socially, high-headed people usually enjoy "high brow" entertainment and intellectual conversation. Long-headed people are very sociable and friendly and enjoy almost any kind of contact with others. Wide-headed people are very energetic and demand action of some kind. Narrow-headed people like an easy, pleasant, agreeable time. Short-headed people usually like to take their social enjoyment in a crowd.

54. If your boss has a head high above the temples, appeal to his ideals, optimism and sympathy. If it is high above the ears, show him that you respect his authority.

55. Be on friendly terms with your long-headed boss.

56. Your wide-headed boss is a driver. He wants action and results. He is also likely to be hot-tempered and furious and harsh when he is angry.

57. A narrow-headed boss does not like disagreeable things. He may not easily scold and find fault, but very often cannot be tampered with.

58. If your boss is a short-headed man, don't expect anything from him on the grounds of friendship. Show him profits, and convince him that you are furthering his inter-

ests. Be friendly to the public, because it is likely that your boss does not know how to be so himself.

Exercises for Lesson Five

1. *Continue Your Self Analysis.*

This exercise ought to be of the greatest interest to you if you can trace your ancestry far enough back to know just what your racial combination is. Some of us cannot. We may be able to trace one or two branches back for several generations. But we know little or nothing of the others.

How difficult this is you will readily see if you do a little multiplying.

Of immediate parents you had 2.

Grandparents, 4.

Great-grandparents, 8.

Great-great-grandparents, 16.

Great-great-great-grandparents, 32.

Great-great-great-great-grandparents, 64.

Now, if you can trace your father's ancestry back for five generations to some pioneer who came from Europe bearing the family name, you can do better than the majority of Americans. But, even at that, you know of only one out of sixty-four of your forebears of six generations ago. And if you go back seven generations, the number of people whose blood flows in your veins is increased to one hundred and twenty-eight.

So it is very difficult for most Americans to know just what racial strains are represented in them.

However, do the best you can with this. Then compare your head shape and other physical marks with your racial inheritance and trace as many racial marks as you can.

Then go over your traits of character.

Do they correspond?

Can you trace the effect of your high-headed ambition on your career? (If you are high-headed.)

Can ycu see where your long-headed sociability and friendliness come in? (If you are long-headed.)

Do you ever feel the stirrings of that wide-headed energy, temper, and destructiveness of yours? (If you are wide-headed.)

Can you trace the traits indicated by your head shape, if you are low-headed? Short-headed? Narrow-headed?

Can you see how these indications confirm or modify the traits indicated by your form of profile, body build, fineness or coarseness, hardness or softness, masculinity or femininity?

Can you see more clearly what qualities you need to cultivate to round out your character?

Can you see the kind of work you ought to do to make the most of what you have—to render as harmless as possible your deficiencies?

2. *Learn the Meaning of Head Shape.*

Under each of the following elements of headshape, write the traits indicated. They are all listed and numbered in the text of this lesson.

High	Long	Wide	Low	Narrow	Short